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## Senegal

### Exporter Guide

### Annual Update 2012

**Approved By:**

Russell Knight, Assistant Regional Agricultural Attaché, West Africa

**Prepared By:**

Fana Sylla, Agricultural Specialist

**Report Highlights:**

This 2012 report is an annual update to the FAS Exporter Guide. Senegal's efforts to emerge as an alternative trade hub in West Africa are hampered by high energy prices, deficient infrastructure, and poor investment climate. Nonetheless, residents in Dakar, including a large expatriate population, have a relatively high disposable income which translates into a vibrant retail market for food products and other consumer goods. Senegal's geographic position *vis-a-vis* the U.S. east and gulf coasts, its modern communication infrastructure, and its favorable trade policy offer trade opportunities for U.S. exporters, especially for bulk, intermediate, and consumer-ready products.

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## Section I: Market Overview

Senegal is primarily an agricultural country with a growing industrial sector, especially in Dakar, the capital. The main food crops are millet, corn, sorghum, rice and vegetables. Peanuts are the primary cash crop and the country's main agricultural export. Cotton is also grown, and there is a sizable coastal fishing industry. Large numbers of cattle, poultry, pigs, sheep, and goats are raised, although intermittent drought conditions can reduce their population. The country earns foreign exchange from fish, phosphates, peanut oil, peanuts, cotton, tourism, and services. Senegal has a small export-oriented horticultural industry. Its economy is highly vulnerable to variable rainfall. As the country depends on imports for approximately 70 percent of its food needs, Senegal remains vulnerable to changes in world commodity prices.

Senegal is economically much stronger than its immediate neighbors. Senegal's economy has been growing steadily at rates close to 5 percent since the mid-1990s. The steady growth gained in 2004/2005 dropped to 3-4 percent in 2006 and 2007, as the result of two consecutive poor agricultural harvests and to 2 percent in 2009, due to the downturn in the global economy. The GDP recovered to 4.1 in 2010 with assistance from the government, but an extensive drought across the Sahel caused a steep decline in agricultural production to overshadow the positive results in other economic sectors leading to a contraction in the GDP to 2.6 percent in 2011. Inflation stood at 3.4 percent in 2011, driven by the increase of food and transport prices, with respect to rising global commodity prices. A recovery of agricultural production (assuming normal rainfall patterns) and public investment in infrastructure are expected to support growth in 2012, with IMF anticipating a 3.9 percent uptick and inflation is expected to be about 2.5 percent, in 2012. On September 26, 2012, the Director of *Senegal's Directorate for Forecasting and Economic Studies* (DPEE) noted that he expects Senegal's economy to grow 4.3 percent in 2013, despite an unstable global economic environment. He believes that growth will benefit from major power and roadway infrastructure projects, in addition to a recovery in the agriculture sector.

Senegal benefits from the *African Growth and Opportunity Act* (AGOA) preferences and received its first disbursement from the \$540 million *Millennium Challenge Account* (MCA) compact signed in December 2009 for infrastructure and agriculture development.

With its well-developed (although aging) physical and social infrastructure and diversified industrial base, it is the economic hub of the region and the most visited country in West Africa for business and tourism. Senegal has well-developed, though costly port facilities, an international airport serving 28 international airlines (including U.S. airliner and other foreign airliner with U.S. destinations) that serves as a regional hub. The Leopold Sedar Senghor International Airport is ranked first in the ECOWAS zone in terms of its flow of passengers. A new international airport, *Aéroport International Blaise Diagne* (AIDB), is being constructed in Diass, 29 miles from Dakar, and is slated to cover 452,084 square feet. The opening of this airport, which was expected to open at the end of 2012, is likely 2-3 years from completion. The current airport and port of Dakar enjoy favorable geographical locations because it is located at the foremost western point on the African coast and is a crossroads for several maritime roads between Europe, North America, Latin America and the African continent. The port is over 350,903,470 square feet and hosts mainly container-carriers, cargo vessels, roll-on roll-off vessels, tankers, and fishing boats. It includes infrastructure for transit to inland countries such as Mali and Burkina Faso and is connected to the international railway network. Senegal has one of the most

reliable telecommunications infrastructures in West Africa. However, in 2010, the Senegalese people demonstrated against frequent power cuts. The government promises to expand capacity by 2012 and to promote renewable energy. Even though the situation has improved, Senegal continues to face some power shortages. Senegal plan to start purchasing electricity from Mauritania in 2015. An agreement between the government of Senegal and the government of Mauritania has been reached for Senegal to purchase between 80 and 100 MW of electricity starting in 2015.

Senegal's commercial policies are primarily oriented towards regional integration as the country is an active member of *West African Economic and Monetary Union* (WAEMU), along with other eight countries: Benin, Burkina Faso, Cote d'Ivoire, Guinea-Bissau, Mali, Togo, and Niger. WAEMU is a union based on free markets and reliance on a common commercial policy (harmonized customs), and is becoming a dynamic regional financial market. Senegal is also member of the *Economic Community of West African States* (ECOWAS), which is a market of 200 million consumers from 15 countries.

Imports of agricultural commodities and packaged foods offer increasing potential as Senegal is a food deficit country for cereal staples, such as wheat and rice. It is the second largest African importer of rice after Nigeria. Rice imports were 804,789 tons in 2011 and 634,312 tons from January to August 2012 [1]. A portion of imported rice is reshipped to neighboring countries (Guinea, Mali) and Turkey, which makes Senegal a growing trade hub for the rest of West Africa. Population growth, urbanization and evolving diets have led to impressive growth in wheat imports in Senegal and throughout West Africa. Senegal imported approximately 430,500 tons of wheat and wheat flour in 2011 compared to 448,800 tons in 2010 (4 percent decrease) and 336,600 tons from January to August 2012.

The import market for food and agricultural products is dominated by European, Asian, South American and African suppliers. France dominates the market for wheat and high value processed products. In the last three years (2009-2011), Thailand was the leading rice exporter while Vietnam and Brazil were increasingly gaining a large share of the rice market. However, in 2012 (Jan-Aug), India becomes the top rice supplier with 56 percent of the market share supplying 375,500 tons of rice. It was back to 2007 that India supplied 25 percent of the market. Market potential exists, however, for new entrants in the market for bulk, intermediate and consumer products. For example, a wide assortment of Turkish snack and consumer goods has recently penetrated the market. Senegal applies a ban on the imports of frozen poultry from all origins since November 2005.

Total U.S. exports to Senegal decreased from \$134 million in 2009 to \$118 million in 2010, but nearly doubled to \$248 million in 2011<sup>[1]</sup>. From January to August 2012, U.S. export reached \$122 million. Meanwhile, U.S. exports of food and agricultural products (total commodities) increase from \$8 million in 2009 to \$15 million in 2010 and \$26 million in 2011 with the three top commodities being rice (\$14 million), corn (\$8 million); and soybean oil (\$1.6 million). U.S. exports of food and agricultural products have reached \$11 million from January to August 2012.

<sup>[1]</sup> Statistical Source: Global Trade Atlas

While these figures include food aid products (i.e. rice, bulgur, lentil, vegetable oil, and corn soy blend), there are also growing commercial sales of rice, sweeteners, fruit and vegetable juices, and red meats. Although Senegal's domestic market is small by U.S. standards, its increasing openness to foreign trade and investment, its geographic location and market forces are significant opportunities for U.S. exports making the country an alternative gateway for companies interested in doing business with other countries in the region. An American Chamber of Commerce opened in 2005 in Dakar to assist U.S. and local companies increase investments and trade between the two countries, while the U.S. Department of Agriculture maintains a Foreign Agricultural Service office in Dakar, which covers Burkina Faso, Chad, Cote d'Ivoire, The Gambia, Mali, Niger, and Senegal.

The population of higher-income consumers has increased significantly over the last five years as the result of an increasing number of expatriates. This has contributed to greater demand for *high-value products* (HVP). The high population growth (2.5 percent) and urbanization (3.3 percent) indicate that this trend will continue <sup>[2]</sup>. However, soaring food prices over the last two years have tempered this trend for increasing consumption of HVP. *Casino*, a major French grocery retailer has recently invested heavily in Senegal, bringing with it a much expanded product range which includes U.S. origin products. Another supermarket chain, *CityDia*, a subsidiary of the French owned Carrefour group, recently opened six stores in Dakar.

The population of Senegal is estimated at 13 million people, with 42 percent living in urban areas with the capital city, Dakar, hosting 23 percent or roughly 3 million people. The other highly populated area is the peanut belt (center of the country), which accounts for more than 35 percent of the population. The population is quite young as 54 percent are between the ages of 15 and 64 years. Rural farmers involved in rain-fed agriculture account for 77 percent of the workforce. Foreigners represent about 2 percent of the population, mainly based in Dakar, where they are involved in business activities, industrial and services sector, as well as in international organizations.

<sup>[2]</sup> The World Fact Book – Central intelligence Agency (CIA) <https://www.cia.gov/library/publications/the-world-factbook/geos/sg.html>

The table below shows U.S. comparative advantages and challenges:

| Advantages  | Challenges  |
|---|---|
| Senegal's status as a major commercial hub in West Africa; sophistication of higher-income consumers.   | Lack of U.S. interest due to the relatively small market size. French and Asian domination of the market as well as some competition from cheaper and lower quality food products from Asia and Turkey.   |
| Senegal has one of the region's more active maritime ports;<br>Regular airlines from East Coast airports, including American airlines.  | Higher freight rates and longer transit times from the U.S. than from EU, Asia or South Africa.   |
| Senegal's population of 13 million is growing at an annual rate of 2.5 percent per annum. Gross Domestic Product (GDP) growth expected to grow by 2.6 percent in 2011 compared to 4.2 percent in 2011, 2.1 percent in 2009 <sup>[2]</sup>   | In 2011, the average per capita income is estimated at \$2,000 <sup>[2]</sup> .   |
|   | Cases of poor governance and administrative hurdles have discouraged foreign and domestic investment in the economy.  |
| Creation of the <i>Agence de Promotion et Investissement des Grands Travaux</i> (APIX) in 2000 with the mandate to promote Senegal as an investment destination.  | U.S. exporters don't take advantage of this service that provides good information  |
| Opportunities exist for U.S. products targeting niche markets, and there is a growing interest by U.S. commodity associates (U.S. Wheat, U.S. Rice Federation, <i>World Initiative for Soy in Human Health</i> (WISHH) and <i>U.S. Soybean Export Council</i> (USSEC) etc.) in Senegal and extensively West Africa. | U.S. exporters have incomplete knowledge about the Senegalese market.   |
| Common external tariffs for imports and elimination of tariffs among the 8 countries of the <i>West African Economic and Monetary Union</i> (WAEMU).  | High business costs relative to neighboring African countries such as port processing and customs duties. WAEMU recommended value added tax (VAT) may apply for some imported agricultural and food commodities at the port of entry as a duty. |
| The Senegalese consumer perceives U.S. products as meeting of high quality standards. Export financing opportunities exist through EXIM Bank.   | U.S. products are not always price-competitive due to high freight costs for products shipped from the States. Financing packages such as supplier credit, made available by European competitors have disadvantaged U.S. companies.            |

## Section II: Exporter Business Tips

The following is a list of tips on exporting food and agricultural commodities to Senegal. They are grouped into subject headings “*Marketing and Communication*” and “*Exporting.*”

### Marketing and Communication

- Senegal operates at Greenwich Mean Time (GMT). Dates are written in day/month/year format. For instance 4/11/2012 means November 4, 2012. Make sure your correspondence and contacts with your local partners and facilitators take these differences into consideration.
- The official language is French which is used everywhere in the administration and is spoken by most literate/educated Senegalese. Wolof is the most widespread among the six national languages (it is spoken by 80 percent of the Senegalese); the other national languages are Diola, Serere, Pulaar, Soninke and Mandingo. Try to learn a few words of Wolof, at least social greetings. Senegalese usually socialize first before getting down to real business.
- Be patient and be prepared to be invited for non-business related meetings such as dinner or lunch. When invited for lunch or dinner at home, do not bring any food with you, but do not hesitate to say politely what foods you do not eat.
- As a westerner, Senegalese who are not yet acquainted with you will formally address you with Mr. or Mrs. followed by your family name.
- Although you may start with direct informal contacts with your local partner, Senegal’s administrative system is very much influenced by the French system and requires that you write formally to your contacts to introduce yourself and your export project.
- Foreign businesses are highly recommended to hire a representative or agent (s) with strong connections. The agent should have an extensive knowledge of the local economy and government regulations and institutions involved in trade as several government bodies still regulate and are assigned to approve commercial initiatives. Good connections with government officials can speed up administrative procedures related to your business. However, set a mechanism to monitor closely your agent against agreed performance.
- There are several companies and private consultant firms providing information and guidance to exporters to Senegal and other WAEMU countries. To find out about services available, visit:
  - The *Agence Nationale Chargée de la Promotion et de l’Investissement des Grands Travaux* (APIX) website  
<http://www.investinsenegal.com/>
  - the website of Trade Point Senegal (<http://www.tpsnet.org>),
  - the *Centre International du Commerce Extérieur du Sénégal - CICES* website  
<http://www.cices.sn>
  - *Agence de Développement et d’Encadrement des Petites et Moyennes Entreprises* (ADEPME) web site  
<http://www.senegal-entreprises.net/import-export.htm>.

You are also strongly advised to consult with the Office of Agricultural affairs (FAS/USDA) at the U.S. Embassy Dakar (*see contacts under Section V*).

## Exporting

- Conduct market research, especially for product testing, price comparisons, identifying your competitors, and reviewing export statistics of the five previous years to determine the size of the market. Be patient and take necessary time to understand the dynamics of the market and consumers' preferences.
- Be cognizant also of the fact that good market data may not exist. The supply of imported goods is erratic, and there may very well be pent-up demand for your product. The best approach is to contact the importers – they will know customers tastes and needs as well as feasible quantities.
- Senegal organizes an international trade fair every year in Dakar. Plan to participate in at least one event to advertise your products and/or make business contacts including with companies located in other West African countries.
- Make sure your local partner (importer or agent) can fulfill the administrative requirements for the entrance of your products in Senegal. Several services are involved in the processing of import authorizations.
- Commercial food commodities that enter the port of Dakar are submitted to phytosanitary inspections by the *Directorate of Plant Protection* (DPV) and the *Ministry of Commerce*. These tests are conducted on samples selected from the shipment, but they do not preclude your agent from pursuing the registration approval process. Prior to shipping your products make sure your agent or importer has received the bill of lading and the phytosanitary clearance documents.
- Exporting documents required in Senegal include the following:
  1. Two copies of the commercial invoices *which indicate the identity and contacts of exporter and the importer*; a complete description of the merchandise, its weight and quantity, and CIF value; and a complete description of the merchandise. The invoice should be done in French or issued with a certified French translation.
  2. A Pro Forma Invoice containing the aforementioned information
  3. A Certificate of Origin provided by the importer, specifying the quantity, quality and prices of the products subject to customs duties. COTECNA, a Swiss private company, is assigned to determine the value of the shipment, on the basis of which customs fees are determined and deliver a certificate of verification if the amount exceeds 5 million CFA (\$10, 000). U.S. exporters are urged to contact COTECNA's U.S. office at [www.cotecna.com](http://www.cotecna.com) for further information <sup>[3]</sup>.
  4. A bill of lading
  5. A phytosanitary certificate



<sup>[3]</sup> On 27 February 2008, Cotecna Inspection S.A signed a new exclusive inspection contract with the Government of Senegal. Within this new contract that started on 1st March 2008, Cotecna will provide Pre-Shipment Inspection and Destination Inspection including

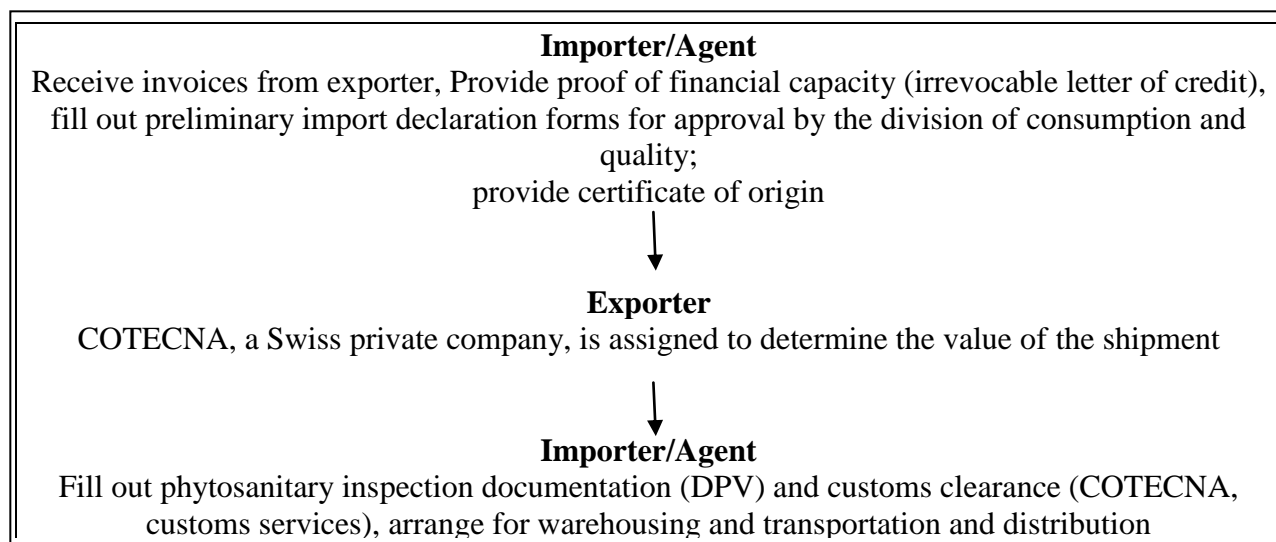
- Import procedures include the following:

Importers must deposit a Preliminary Import Declaration seven days before shipping imported goods having a value equal to or greater than \$2,000.

Automatic approval of the Preliminary Import Declaration is obtained from The Division of Consumption and Quality of the Ministry of Commerce by submitting three copies of the pro forma bills of lading with the declaration. The Preliminary Import Declaration is valid for six months and can be extended for three months. This must be canceled and reissued if there is a change in supplier, an increase in the value of the order of more than ten percent, or a modification in the quantity of the order. Any FOB import value equal to or greater in value than CFA three million (\$6,000) must be inspected by a U.S. pre-shipment inspection company before the shipment. This company must present a clear report of findings; and issue a Pre-Shipment Inspection Certificate (PSI). Note that PSI is not required for the following products:

- Live animals
- Perishable goods for human consumption neither frozen, nor deep frozen (meat, fish, vegetables and fruit)
- Plants and flowers
- Cereals (HS chapter 10) imported by the public sector or approved by the public sector
- Imports with a total order FOB value equal to or below CFA 3 million

The following chart describes the documentation flow for imports:



- Make sure your product is packed and shipped for a tropical climate and provide clear storage instructions (preferably in French). This is important as few cold storage or air-conditioned facilities and delivery trucks exist.
- Consider investing in promotion and advertisement, especially when introducing a new product or brand. Most local distributors of imported products will expect their suppliers to provide or

participate in advertising and promotional support. Sales promotion material and technical documentation should be also in French.

- Payment may be made by cash, check, wire transfer or any other legal and accepted methods. Most suppliers demand a 50 percent down payment at the time of order and the remaining half after delivery. Some require advance payment. Be aware of government and parastatal clients whose payments may be delayed. Normally, payments are made within 30 to 60 days. Any payment for imported goods greater in value than CFA one million (\$2,000) must be made through an approved Senegalese bank or financial institution.
- There are several private customs and transit consultant firms that can assist your agent or importer speed up these procedures and thereby reduce cost related to administrative authorizations.
- Study the most recent GAIN reports for Senegal and West Africa produced by the Foreign Agricultural Service (FAS). These reports are available in the internet at <http://www.fas.usda.gov>. You may also need to visit the U.S. Embassy Dakar website to read the Country Commercial Guide for Senegal for further trade and guidance.
- Contact the Foreign Agricultural Service (FAS) in the U.S. Embassy, Dakar ([Agdakar@fas.usda.gov](mailto:Agdakar@fas.usda.gov)) for any issues such as standards, tariffs, regulations, labeling, potential buyers and other concerns.

### Section III: Market Sector Structure and Trends

#### Distribution Channels

The distribution network in Senegal can be sub-divided by importers-wholesalers; semi-wholesalers; and retailers. Most importers have storage facilities and so do wholesalers. Their clients are semi-wholesalers who sell to retailers and directly to customers.

Senegal's food market is made up of various levels of distribution channels. Its modern distribution sector includes a hypermarket, supermarkets, and modern convenience stores are dominated by a few French and Lebanese owners although some Senegalese investors have entered this market niche in recent years. The main modern hypermarket and supermarkets are *Hypermarket Exclusive*, *Casino*, *CityDia*, *Pridoux*, *le Parcours* (Hoballah), and *Fili Fili*. These companies import and retail their products. They are mostly supplied directly by European, American and Asian suppliers. Most of these stores are in Dakar (the main trade hub of the country with nearly 3 million people), and their main customers are upper and middle class workers and the expatriate community. The modern distribution sector includes also very competitive traders in the wholesale and retail distribution channels of various consumer foodstuffs. These include gas station convenience stores.

The retail food sector is essentially made up of independent shops called "boutiques" selling primarily food products. They account for the largest portion of the food distribution sector since they cater to the largest population, especially those with lower purchasing power. These are small convenience stores located in residential areas; close to the consumers and selling diverse food items. Their share in the food market is difficult to quantify because most are informal. The informal food distribution sector also includes small retailers of fruits, vegetables, fish, meat, and beverages located in street or municipal markets<sup>[4]</sup>.

<sup>[4]</sup> Refer to FAS GAIN report on Retail Food Sector

Tourism is the second dynamic sector after fishing followed by phosphates and peanuts. Senegal hosts 500 registered hotels and resorts. Some of them are of European or American standards out of thousands of restaurants, bars and catering services. Most of these HVP consumers and food service providers are in Dakar, Mbour, Saint-Louis and Ziguinchor, the most important tourism cities. On average, Senegal hosts 450,000 tourists each year including 50 percent from France, but only 5 percent from the US <sup>[5]</sup>.

The number of fast food restaurants, modern bakeries and ethnic foreign restaurants (Indian, Chinese, French, Vietnamese, Italian, etc.) has also increased noticeably in recent years. Although, these are relatively small consumers of HVPs, the increasing urban and middle class population, the increasing number of expatriates, and the tourism industry, offer sales opportunities for U.S. High-value food and food services.

The domestic food processing industry is dominated by the wheat, sugar, fish and tomato paste industries. Most HVP are imported from Europe and Asia. U.S. brands are increasingly entering the market since 2000 with the freeing of the import markets. Senegal processing capacity of HVPs is very limited due to under-developed industrial infrastructure. Most locally produced HVPs are of lower quality (particularly cereals and beverages) and do not meet HVP consumer needs.

<sup>[5]</sup> National Agency for Statistic and Demography (ANSD)

#### **Section IV: Best Consumer Oriented Product Prospects**

##### ***Best Agricultural Product Prospects*** <sup>[6]</sup>:

1. Rice
2. Wheat
3. Corn
4. Vegetable oil
5. Soybeans/soybean meal
6. Feed and fodders
7. Planting seeds (peanuts, fodder plants)

##### ***Best HVP product prospects:***

1. Milk (Liquid milk, Skimmed and whole powdered milk)
2. Canned fruits and vegetables
3. Tomato puree/ketchup
4. Bottled vegetable Cooking oil
5. Fruit preparations and juices
6. Spices and sauces including soy sauce
7. Mixed seasoning
8. Condiments
9. Breakfast cereals
10. Margarine/butter
11. Pasta products
12. Snack foods (biscuits, cakes etc)
13. Confectionery products (candies, gums etc)
14. Ice cream
15. Spirits, liqueurs
16. Beers and Wines
17. Non alcoholic beverages (Tea, coffee, fruit drink)
18. Bakery and other food Ingredients (Yeast & Baking powder)
19. Mayonnaise and Salad Dressing
20. Baby Foods
21. Canned soups/powdered soups
22. Health food products

<sup>[6]</sup> Refer to GAIN reports on Rice and Oilseeds

## **Section V: Post Contacts and Further Information**

Joani Dong

Regional Agricultural Attaché, West Africa

Foreign Agricultural Service - U.S. Embassy Dakar

Ave. Jean XXIII B.P 49 Dakar, Senegal

Tel: (+221) 33-869 6100 ext. 3210

Fax: (+221) 33-820 5673

Email: [Joani.Dong@fas.usda.gov](mailto:Joani.Dong@fas.usda.gov)

Website: [www.fas.usda.gov](http://www.fas.usda.gov)

Russell Knight

Assistant Regional Agricultural Attaché, West Africa

Foreign Agricultural Service - U.S. Embassy Dakar

Ave. Jean XXIII B.P 49 Dakar, Sénégal

Tel: (+221) 33-869 6100 ext. 3156

Fax: (+221) 33-820 5673

Email: [Russell.Knight@fas.usda.gov](mailto:Russell.Knight@fas.usda.gov)

Fana Sylla

Foreign Agricultural Service - U.S. Embassy Dakar

U.S. Embassy Dakar

Ave. Jean XXIII B.P 49 Dakar, Senegal

Tel: (+221) 33-869 6100 ext. 3208

Fax: (+221) 33-820 5673

Email: [Fana.Sylla@fas.usda.gov](mailto:Fana.Sylla@fas.usda.gov)

## Appendix: Statistics

**Table A: Key Trade & Demographic Information**

|   | 2009                   | 2010                                      | 2011                   | Jan- Aug 2012                          |
|---|------------------------|---|------------------------|--|
| Agricultural Imports From All Countries (\$Mil) / U.S. Market Share (percent)             | 1.1/0.69%              | 1.0/1.48%                                 | 1.4/1.94%              | 962/1.17%                              |
| Consumer Oriented Agricultural Imports From All Countries (\$Mil) / U.S. Market Share (%) | 735/1%                 | 666/1%                                    | 402/2%                 | 383/1%                                 |
| Fish and Seafood Imports from All Countries (\$Mil) / U.S. Market Share (%)               | 1.7/0.4%               | 10.8/0.08%                                | 33/0.07%               | 13/0.02%                               |
| Total Population (Millions) / Annual Growth Rate (%) <sup>7</sup>                         | 12. 3 (2009 est. / 2.6 | 12.6 (July 2011 est. / / 2.55 (2011 est.) | 12.7 (July 2011 est. / | 12.9 (July 2012 est.) 2.53 (2012 est.) |
| Urban Population (Millions) / Annual Growth Rate (%) <sup>[7]</sup>                       | 5.2/3.1%               | 5.3/3.3%                                  | 5.8/3.3%               | 5.9/3.3%                               |
| Number of Major Metropolitan Areas  | 2                      | 2   | 2                      | 2                                      |
| Size of the Middle Class (Millions) / Growth Rate (%)                                     | N/A                    | N/A                                       | N/A                    | N/A                                    |
| Per Capita Gross Domestic Product (U.S. Dollars) <sup>[7]</sup>                           | 1,900                  | 2,000                                     | 2,000                  | 2,000                                  |
| Unemployment Rate <sup>6</sup>  | 48%                    | 48%                                       | 48%                    | 48%                                    |
| Per Capita Food Expenditures (U.S. Dollars)   | N/A                    | N/A                                       | N/A                    | N/A                                    |
| Percent of Female Population Employed - Youth Age 15-24 <sup>[7]</sup>                    | 20.1 %                 | 20.1 %                                    | 20.1 %                 | 20.1 %                                 |
| Exchange Rate (US\$1 CFA BCEAO Franc) <sup>[8]</sup>                                      | 472.19                 | 495.28                                    | 471.27                 | 511 <sup>7</sup>                       |

<sup>[7]</sup> <https://www.cia.gov/library/publications/the-world-factbook/geos/sg.html>

<sup>[8]</sup> <http://www.oanda.com/currency/historical-rates/>

**Table B: Consumer Food & Edible Fishery Product Imports**

| Senegal Imports                          | Senegal Imports from the world |         |         |              | U.S. Exports to Senegal |       |       |              | U.S. market share % |      |      |              |
|--|--------------------------------|---------|---------|--------------|-------------------------|-------|-------|--------------|---------------------|------|------|--------------|
| (in thousands U.S. Dollars)              | 2009                           | 2010    | 2011    | Jan-Aug 2012 | 2009                    | 2010  | 2011  | Jan-Aug 2012 | 2009                | 2010 | 2011 | Jan-Aug 2012 |
| Consumer-oriented Agricultural Total [9] | 735.000                        | 666.000 | 402.000 | 383.000      | 4,000                   | 5,000 | 1,431 | 2,500        | 1                   | 1    | 6    | 1            |
| Red meats, fresh, chilled or frozen      | 15.273                         | 12.498  | 10.819  | 8.194        | 719                     | 1,030 | 633   | 409          | 4.71                | 8.21 | 5.86 | 5            |
| Red meats prepared or preserved          | 2.540                          | 1.969   | 2.520   | 1.454        | 0                       | 0     | 0     | 0            | 0                   | 0    | 0    | 0            |
| Dairy Products Excl cheese               | 122.561                        | 112.483 | 102.748 | 54.000       | 0                       | 0     | 0     | 0            | 0                   | 0    | 0    | 0            |
| Eggs & products                          | 5.516                          | 6.599   | 7.464   | 3.852        | 0                       | 0     | 0     | 0            | 0                   | 0    | 0    | 0            |
| Breakfast cereals and Pancake mix        | 1.043                          | 716     | 938     | 768          | 1                       | 2     | 0     | 0            | 0                   | 0.28 | 0    | 0.05         |
| Fresh Fruits                             | 20.479                         | 21.073  | 20.450  | 12.044       | 0                       | 2     | 5     | 0            | 0                   | 0.01 | 0.03 | 0            |
| Fresh Vegetables                         | 33.243                         | 33.063  | 42.085  | 20.413       | 0                       | 2     | 5     | 0            | 0                   | 0.01 | 0.01 | 0            |
| Processed Fruit & vegetables             | 22.193                         | 17.054  | 16.247  | 12.445       | 259                     | 686   | 871   | 693          | 1.16                | 4.03 | 0.01 | 0            |
| Fruit & vegetable juices,                | 6.358                          | 6.701   | 10.780  | 6.500        | 3                       | 3     | 3     | 1            | 0                   | 0    | 0.03 | 0.03         |
| Feeds & Fodders                          | 3.119                          | 3.797   | 2.663   | 4.800        | 0                       | 0     | 0     | 0            | 0                   | 0    | 0    | 0            |

|                         |       |        |        |        |   |   |    |   |     |      |      |      |
|-------------------------|-------|--------|--------|--------|---|---|----|---|-----|------|------|------|
| Fish & Seafood Products | 1.700 | 10.800 | 33.000 | 13.000 | 4 | 4 | 23 | 2 | 0.4 | 0.08 | 0.07 | 0.02 |
|-------------------------|-------|--------|--------|--------|---|---|----|---|-----|------|------|------|

Source: *Global Trade Atlas*

<sup>[9]</sup> There has been a ban on poultry imports of frozen chicken since November 2005

**Table C: U.S. Exports of Food and Agricultural Imports to Senegal**  
(value in thousands of dollars)

| Commodity                                   | 2009         | 2010         | 2011          | Jan - Aug 2012 |
|---|--------------|--------------|---------------|----------------|
| <b>Consumer Oriented Agricultural Total</b> | <b>2,086</b> | <b>2,798</b> | <b>1,431</b>  | <b>1,601</b>   |
| Livers of Bovine Animals, Edible, Frozen    | 720          | 917          | 464           | 228            |
| Sauces Etc. Mixed Condiments and Seasonings | 341          | 401          | 422           | 31             |
| Food Preparations                           | 343          | 335          | 186           | 234            |
| Nonalcoholic Beverages,                     | 275          | 200          | 137           | 175            |
| Flour and Meal of Potatoes                  | 250          | 234          | 0             | 0              |
| Tomato paste                                | 0            | 430          | 0             | 693            |
| Other Consumer Oriented Agricultural        | 157          | 281          | 222           | 240            |
| <b>Bulk Total</b>                           | <b>3,922</b> | <b>3,626</b> | <b>21,865</b> | <b>8,632</b>   |
| Rice, broken                                | 0            | 3,068        | 13,619        | 8,384          |
| Corn (Maize), Other Than Seed Corn          | 0            | 0            |               | 0              |



|  |              |              |              |            |
|--|--------------|--------------|--------------|------------|
|  |              |              | 8,093        |            |
| Wheat (Other Than Durum Wheat), and Meslin             | 626          | 292          | 0            | 0          |
| Lentils, Dried Shelled, Including Seed                 | 430          | 64           | 0            | 0          |
| Leguminous Vegetables, Dried Shell, Inc Seed           | 181          | 177          | 0            | 0          |
| Tobacco, Partly or Wholly Stemmed/Stripped             | 913          | 0            | 0            | 0          |
| Rice in the Husk (Paddy or Rough)                      | 1,412        | 0            | 0            | 0          |
| Other Bulk Commodities                                 | 360          | 25           | 153          | 248        |
| <b>Intermediate Agricultural Total</b>                 | <b>1,404</b> | <b>9,000</b> | <b>2,500</b> | <b>910</b> |
| Soybean Oilcake & Other Solid Residue, Whet/Not Ground | 0            | 3,166        | 0            | 0          |
| Soybean Oil, Refined, and Fractions, not Modified      | 284          | 266          | 0            | 174        |
| Glucose (Dextrose), Under 20% Fructose In Dry Form     | 97           | 698          | 610          | 86         |
| Soybean Oil & Fractions, Crude, Whet /Not Degummed     | 1,052        | 4,771        | 1,612        | 4          |

Source: *Global Trade Atlas*